

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 RSC-01 /023 R

66610

DRAFTED BY COM/BIC/OIM/246;KMKEIM:VMH

APPROVED BY: EB/OCA/REP:GPWILSON

IM/246:DRHENDERSON:PBHALE

NEA/PAB/STATE:NGJONES (SUBS)

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R 121936Z APR 74

FM SECSTATE WASHDC

TO AMCONSUL LAHORE

AMEMBASSY ISLAMABAD

UNCLAS STATE 074944

E.O. 11652: N/A

TAGS: BGEN , PK

SUBJ: GOVERNMENT REGULATIONS CONCERNING AGENCY AGREEMENTS

1. COMMERCE HAS RECEIVED INQUIRIES FROM SEVERAL U.S. COMPANIES, INCLUDING STEWART-WARNER, CONCERNING PAKISTAN'S REQUIREMENTS/PREFERENCE IN DEALING WITH EXCLUSIVE AGENTS.

2. STEWART-WARNER CORPORATION QUOTED A PRICE OF DOLS 103,000 FOR EIGHT PORTABLE SERVICE STATIONS TO THREE PAKISTANI FIRMS; GROUPE MARKETING LIMITED, AMERICAN LIFE BUILDING ANNEX, CKUHORIGAR ROAD, KARACHI; VINAEZ OF LAHORE; AND JAVED LIMITED OF KARACHI IN RESPONSE TO MACHINERY POOL CORPORATION, WAPDA LAHORE, TENDER NO. MPO C-106 EQUIP. 74. BIDS WERE OPENED 3/5/74; THE THREE FIRMS HAD QUOTED THE SAME PRICE. GROUPE MARKETING LIMITED WROTE STEWART-WARNER THAT "THE PURCHASER WILL BUY ONLY FROM AN AUTHORIZED AGENT OF THE MAKER." GROUPE MARKETING ALSO INTIMATES THAT THIS AND OTHER BUSINESS CAN BE SECURED ONLY BY AN EXCLUSIVE AGENT.

3. ACTION LAHORE: IS IT NECESSARY FOR STEWART-WARNER TO APPOINT AN AUTHORIZED AGENT OR EXCLUSIVE AGENT? IF SO, WHICH OF THE THREE FIRMS WOULD AAPDA PREFER?

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4. ACTION ISLAMABAD: GENERALLY, WHAT ARE THE REGULATIONS OR PREFERENCES OF GOVERNMENT AGENCIES IN DEALING WITH EXCLUSIVE AGENTS? WHAT BENEFITS CAN BE OBTAINED BY A U.S. COMPANY IN DEALING WITH AN EXCLUSIVE AGENT IN PAKISTAN? KISSINGER

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE074944
Document Source: CORE
Document Unique ID: 00
Drafter: VMH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740085-0772
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740445/aaaabooie.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUN 2002 by bryansd0>; APPROVED <20 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOVERNMENT REGULATIONS CONCERNING AGENCY AGREEMENTS
TAGS: BGEN, PK
To: LAHORE ISLAMABAD
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005